



California Public Utilities Commission

505 Van Ness Ave., San Francisco

FOR IMMEDIATE RELEASE

MEDIA ADVISORY

Media Contact: Terrie Prosper, 415.703.1366, news@cpuc.ca.gov

CPUC CO-SPONSORS FRESNO SMALL BUSINESS EXPO AND MATCHMAKING FAIR

SAN FRANCISCO, September 29, 2016 - The California Public Utilities Commission (CPUC) will host a free Small Business Expo and Matchmaking Fair in Fresno in collaboration with the Central Valley Business Diversity Partnership and Frontier Communications on October 4, 2016. The Expo will help connect small/diverse businesses with companies such as AT&T, California Water Association, Comcast, Frontier Communications, Pacific Gas and Electric Company, Pacific Power/PacifiCorp, Sempra Energy Utilities, Southern California Edison, and many others.

WHAT: Fresno Small Business Expo and Matchmaking Fair. The event includes:

- Panel discussion on how to do business with utilities
- One-on-one meetings with procurement representatives from utility companies, local/state agencies and others
- Vendor/Resource Fair
- Workshops

WHEN: Tuesday, October 4, 2016:

- 7:30 - 8:30 a.m.: Registration and Complimentary Breakfast
- 8:30 - 8:45 a.m.: Opening Comments by Jacob Allen, Director, Strategic Sourcing, Frontier Communications
- 8:45 - 9:40 a.m.: Panel Presentation on “Connecting Businesses with Utility Contracts”
- 9:50 a.m. - 1:30 p.m.: Business Matchmaking Sessions
- 9:50 a.m. – 1:30 p.m.: Vendor/Resource Fair
- 10 – 10:40 a.m.: “Introduction to State Government Contracting” workshop by California Department of General Services
- 10:45 – 11:20 a.m.: “Energy and Your Business – How to Save” workshop by Energy Upgrade California
- 11:25 a.m. – Noon: “Access to Capital” by U.S. Small Business Administration
- 12:05 – 1:30 p.m.: Frontier “Outside Plant Construction & Services” Discussion

WHERE: The Falls Event Center, 4105 West Figarden Dr., Fresno, CA 93722



WHY:

- Learn how to obtain state and utility contracts and sell goods and services
- Gain valuable information on financial services, bonding/insurance, and pre-paid legal services
- Acquire insights into ways to market your business.

WHO: Representatives from the entities listed below

The CPUC participates in small business events throughout the state to help connect small businesses to utilities and government procurement representatives. Through its Small Business Program, the CPUC educates businesses on the benefits of becoming certified as a small business or woman, minority, disabled veteran and/or LGBT-owned business.

California agencies are under Executive Order to conduct 25 percent of their procurement and contracts with small businesses and are required by the Military & Veterans Code Section 999 to procure at least three percent from Disabled Veteran-Owned Business Enterprises. These programs complement the CPUC's Supplier Diversity Program, which encourages participating utilities to increase procurement levels with woman, minority, disabled veteran, and LGBT-owned business enterprises.

The event is free and open to the public.

For more information on the CPUC's Small Business Program, please visit www.cpuc.ca.gov/smbus.

To learn more about CPUC, please visit www.cpuc.ca.gov.

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Exhibitors

City of Fresno
Supplier Clearinghouse
AT&T
Comcast
Pacific Gas & Electric

Matchmaking Participants

Fresno County
Frontier Communications
AT&T
Comcast
Pacific Gas & Electric



Sempra Energy Utilities (SoCalGas & SDG&E)
 Lodi Gas Storage & Wild Goose Storage
 Pacific Power/PacifiCorp
 California Water Association
 West Valley Construction
 PSC Industrial Outsourcing
 Dragados Flatiron Joint Venture
 CA State University, Fresno
 CA State University, Bakersfield
 CA Department of General Services (DGS)
 CA Department of Veterans Affairs (CalVet)
 CA Department of Transportation
 CA Department of Forestry and Fire Protection
 (CAL FIRE)
 CA Department of Corrections and Rehabilitation
 CA Substance Abuse Treatment Facility - State
 Prison Corcoran
 Joint Venture Program (CA Prison Industry
 Authority)
 CA Energy Commission
 CA Highway Patrol (CHP)
 CA High Speed Rail Authority
 CA Department of Insurance
 CA Department of Consumer Affairs
 CA Department of Consumer Affairs Contractors
 State License Board
 CA Public Utilities Commission
 Energy Upgrade California
 Fresno Metro Black Chamber of Commerce
 Asian Business Institute & Resource Center
 Fresno Area Hispanic Foundation
 US Small Business Administration (SBA)
 Internal Revenue Service (IRS)
 CA Governor's Office of Business and Economic
 Development (GO-Biz)
 Fresno State SBDC
 Central Valley SCORE
 Fresno Community Development Financial
 Institution (Fresno CDFI)
 DiBuduo & DeFendis Insurance Brokers
 LegalShield
 CA Disabled Veteran Business Alliance
 The Elite SDVOB Network
 Western Regional Minority Supplier Development
 Council (WRMSDC)
 The American Indian Chamber of
 Commerce/American Indian Chamber Education
 Fund Procurement Technical Assistance Center

Southern California Edison
 Sempra Energy Utilities (SoCalGas & SDG&E)
 California Water Service
 San Jose Water
 Golden State Water
 Suburban Water Systems
 California American Water
 East Bay Municipal Utility District (EBMUD)
 PSC Industrial Outsourcing
 Dragados Flatiron Joint Venture
 CLEAResult
 CA State University, Fresno
 CA Department of General Services
 CA Department of Corrections and Rehabilitation
 CA Substance Abuse Treatment Facility - State
 Prison Corcoran
 Valley State Prison/ Central California Women's
 Facility



Fresno County Economic Development Corporation

